

Market Line - PHOENIX/TUCSON

PHOENIX/TUCSON OVERVIEW

Occupancy: 93.5%
 Price: 1,033 \$/mo
 Rental Rate: 1.22 \$/sf/mo
 Size: 845 sf

Past 12 Months:
 8.6% Rental Rate growth
 9,726 units absorbed

Operating Supply:
 1,479 communities
 338,046 units

Recently Opened (12 mo):
 30 communities
 7,924 units

Under Construction:
 36 communities
 8,891 units

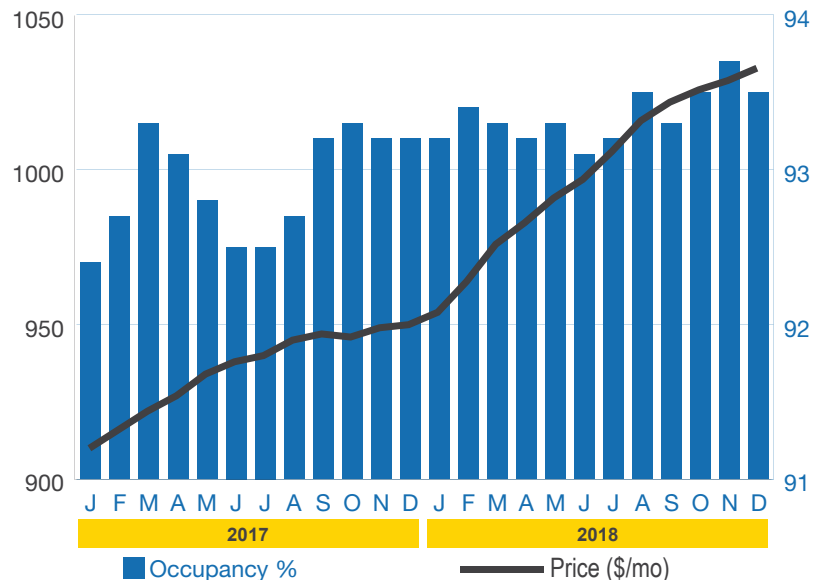
Proposed Construction:
 110 communities
 30,022 units

The box on the left displays a **snapshot** of the current market conditions.

The graph on the right displays the overall **occupancy** and effective **rental prices**. These statistics are derived from a continuous survey of all apartment communities. Effective rental prices are calculated net of concessions and utility adjustments.

The **Hottest Submarkets** are based on the best combination of rental rate growth and absorption over the past 3 months. There are a total of 35 submarkets in the Phoenix/Tucson area.

History of Effective Price & Occupancy



The **Concessions** table distributes and analyzes concessions or specials by classification. Concessions generally are represented by three types of specials: move-in, months free, or floorplan. ApartmentData.com captures the effect of these specials and prorates them over a lease term to arrive at a percentage reduction in market or street rents.

LARGEST MGMT COMPANIES

Management Company	Units	Apartments
Greystar	23,617	84
M E B Mgmt	15,016	79
Alliance Residential Co	13,967	52
Mark Taylor Residential	13,352	46
Shelton-Cook	11,547	56

CONCESSIONS

Class	Total Units w/ Concessions	% of Total Units	Citywide Effect	Average Special
ALL	91,103	27%	-1.3%	-4.8%
A	26,155	31%	-2.1%	-6.8%
B	27,547	25%	-0.9%	-3.6%
C	27,771	27%	-0.9%	-3.5%
D	9,630	23%	-0.8%	-4.0%

HOTTEST SUBMARKETS

Over The Past 3 Months

Rank	Submarket	Rental Rate (c/sf/mo)	Annualized Growth	% of Mkt Absorbed
1	Scottsdale North/ Fountain Hills/ Kierla	144.0	14.6%	2.4%
2	Scottsdale South/ Old Town	155.0	12.5%	1.5%
3	Casas Adobes/ Oro Valley	113.4	10.9%	1.3%
4	Tucson South	103.9	12.8%	0.5%
5	Chandler	127.5	5.1%	1.0%
6	Glendale South	109.6	2.5%	1.2%
7	Tucson North/ Flowing Wells	120.4	6.1%	0.2%
8	Paradise Valley North/ Mayo Clinic	120.5	5.8%	0.2%
9	Mesa East/ Superstition Sprg/ Apache Jct	115.5	1.8%	0.9%
10	Peoria/ Sun City/ Surprise	116.3	2.0%	0.8%

ApartmentData.com has been providing apartment data and marketing products since 1986. We provide real time access for property specific information, market surveys and historic submarket data for over 3.5 million apartment units in AZ, FL, GA, NC, TN, and TX.



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